

Message Text

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ORIGIN COME-00

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FM SECSTATE WASHDC

TO AMEMBASSY BANGKOK PRIORITY

AMCONSUL HONG KONG PRIORITY

AMEMBASSY JAKARTA PRIORITY

AMEMBASSY KUALA LUMPUR PRIORITY

AMEMBASSY MANILA PRIORITY

AMCONSUL MELBOURNE PRIORITY

AMEMBASSY SEOUL PRIORITY

AMEMBASSY SINGAPORE PRIORITY

AMEMBASSY TAIPEI PRIORITY

AMEMBASSY TOKYO PRIORITY

AMEMBASSY WELLINGTON PRIORITY

INFO AMEMBASSY CANBERRA PRIORITY

AMEMBASSY PORT MORESBY

AMEMBASSY RANGOON

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E.O. 11652:NA

TAGS: BEXP, XB, AS

SUBJECT: FSL E/C SPECIALISTS REGIONAL SEMINAR

REF: 77 A-3217

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1. USDOC PLANNING A REGIONAL SEMINAR AT EMBASSY MANILA
OCTOBER 30 - NOVEMBER 3, 1978, FOR FSL COMMERCIAL
SPECIALISTS RECOMMENDED IN DEVELOPMENTAL NEEDS SURVEYS
(DNSS) SUBMITTED REF AIRGRAM.

2. SEMINAR OBJECTIVES ARE TO IMPROVE AND BROADEN THE SCOPE
OF FSL'S PERFORMANCE IN ECONOMIC/COMMERCIAL (E/C) WORK BY

DEVELOPING A BETTER UNDERSTANDING OF U.S. BUSINESS AND GREATER SENSITIVITY TO END-USER NEEDS. INSTRUCTION WILL FOCUS ON POST RECOMMENDED TOPICS AND THEMES COVERING THE FULL RANGE OF E/C DUTIES - NEW PROGRAM DIRECTIVES, RECENT CHANGES IN CURRENT ACTIVITIES, AND FSL INVOLVEMENT IN E/C PROGRAMS. IF FSL DUTIES OR TRAINING NEEDS HAVE CHANGED SINCE DNSS SUBMITTED, EACH SUPERVISOR IS ENCOURAGED TO

FORWARD REVISED DNS.

3. THE SEMINAR REPRESENTS THE MAJOR PORTION OF PHASE II FORMAL TRAINING IN THE FSL CAREER DEVELOPMENT PROGRAM.

COMPLETION OF THE CORRESPONDENCE COURSE FOR COMMERCIAL SPECIALISTS OR POSSESSION OF THE EQUIVALENT IN SKILLS AND KNOWLEDGE IS REQUIRED FOR ATTENDANCE AT THE SEMINAR.

4. INSTRUCTION WILL BE PROVIDED PRIMARILY BY COMMERCE PROGRAM SPECIALISTS AND SUCH BUSINESS AND INTERNATIONAL FINANCIAL MANAGERS AS POSTS' RECOMMENDATIONS AND FSLs' DEVELOPMENTAL NEEDS DICTATE. TRAINING MATERIALS WILL BE PREPARED BASED UPON THESE NEEDS AND SUGGESTIONS. PROVIDED IT IS APPROPRIATE, VTR MATERIAL WILL BE DEVELOPED FOR WHICH WE NEED SPECIFIC QUESTIONS ON CURRENT OR PROJECTED APPLICATION OF THE SEVERAL PROGRAMS OR SERVICES AT FOREIGN SERVICE POSTS.

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5. ANALYSIS OF TRAINING RECOMMENDED IN THE DNSS FOR NOMINATED FSLs INDICATES NEED IN VARYING DEGREES FOR TRAINING IN THE FOLLOWING: TRADE OPPORTUNITIES; AGENT/DISTRIBUTOR SERVICE; WORLD TRADERS DATA REPORT; TRADE COMPLAINTS AND INQUIRIES; FOREIGN BUYER PROGRAM; MARKET RESEARCH; COMMERCIAL LIBRARY; ESTABLISH AND MAINTAIN GOVERNMENT CONTACTS; TRADE PROMOTION; RESEARCH/WRITE REPORTS; MAJOR PROJECTS, AND MANAGING CCP/CAP CAMPAIGNS. POSTS ARE REQUESTED TO IDENTIFY SPECIFICALLY IN WHAT ASPECTS OF THE ABOVE, OR OTHER E/C DUTIES, THEIR NOMINEE REQUIRES INSTRUCTION. THESE POST TRAINING NEEDS AND PROPOSALS BY WASHINGTON PROGRAM SPECIALISTS WILL BE INCORPORATED INTO TENTATIVE AGENDA WHICH WILL BE FORWARDED TO POSTS.

6. USDOC WILL FUND NON-HOST POST FSL NECESSARY TRAVEL AND PER DIEM WHILE TRAVELING AND AT SEMINAR. APPROPRIATION CODES WILL BE FORWARDED AS SOON AS AVAILABLE BUT NOT LIKELY BEFORE OCTOBER 1ST.

7. ONE SPACE WILL BE ALLOCATED FOR THE FOLLOWING POSTS FOR

A PROFESSIONAL EMPLOYEE WHO WAS RECOMMENDED IN THE DNSS. IF ALL PROFESSIONALS HAVE ATTENDED A SEMINAR PREVIOUSLY OR STATESIDE TRAINING, CONSIDER NOMINATING OUTSTANDING CLERICALS WHO ARE BEING PREPARED FOR REASSIGNMENT. SINCE ONE SEMINAR INSTRUCTOR IS PROFESSIONAL LIBRARIAN, POST LIBRARIAN COULD BENEFIT GREATLY. WELLINGTON- T. QUIRKE; MELBOURNE- N. CAIN; HONG KONG- CHIANG JOSEPH; SEOUL- BAN DUK NAE AND KIM YOUNG HIE; TAIPEI- JUDY TUNG AND GRACE CHAI; JARKARTA- AHMAD HASJIM, SUE BROTO, AND SHARON CHANDRA; KUALA LUMPUR- YAP KIM SWEE AND CHENG YU MEY; BANGKOK- ALL PROFESSIONALS ATTENDED, RECOMMEND COMMERCIAL LIBRARIAN; SINGAPORE- NO FSLs IDENTIFIED; TOKYO- IDENTIFY FSL MOST APPROPRIATE TO BENEFIT PERSONALLY AND ASSIST IN MINI-SEMINAR; MANILA- POST FSLs WELCOME TO ATTEND AS UNCLASSIFIED

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AVAILABLE; PLEASE IDENTIFY ANY WHO WILL ATTEND FULL TIME. NO DNS RECEIVED FOR CEBU STAFF.

8. THE ABOVE POSTS REQUESTED TO CONFIRM IF FSL AVAILABLE FOR SEMINAR DATES SELECTED. IF MORE THAN ONE NOMINEE, INDICATE PRIORITY FOR ATTENDANCE. USDOC WILL MAKE FINAL DETERMINATION.

9. SINCE HOTEL ACCOMMODATIONS MAY BE LIMITED, AND ADDITIONAL SPACES REQUESTED, IT IS IMPERATIVE THAT THE FOLLOWING BE PROVIDED PROMPTLY; BY JULY 14TH, NOMINEE(S) NAME(S) IN PRIORITY ORDER; AND ESTIMATED PER DIEM AND TRANSPORTATION COST IN U.S. DOLLARS UTILIZING ECONOMY CLASS AND EXCURSION FARE WHERE APPLICABLE. BY JULY 21ST, SPECIFIC INFORMATION ON NOMINEE(S) TRAINING NEEDS IN EACH SUBJECT OF PARAGRAPH 5 AND ANY ADDITIONAL SUBJECTS POST CONSIDERS APPROPRIATE. VANCE

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TAGS: BEXP, XB, AS
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